

REQUEST FOR BID

ISSUED BY: MOUNTAINS RECREATION AND CONSERVATION AUTHORITY
570 WEST AVENUE 26, SUITE 100
LOS ANGELES, CA 90065

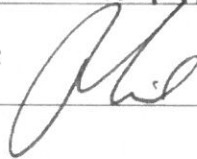
INVITATION FOR BID ON: MUNICIPAL LEASE AUTOMOBILE RFB

TERMS OF INVITATION: Bids in duplicate, subject to the instructions, terms and conditions of this Invitation for Bids, and such other contract provisions, specifications, drawings or other data as are attached will be received at the Mountains Recreation and Conservation Authority (MRCA), 570 West Avenue 26 Ste. 100, Los Angeles, CA 90065 until 2:00 PM, local time on **NOVEMBER 23, 2015**, and at that time publicly opened and read aloud. Please mark your bid envelope "SEALED BID: MUNICIPAL LEASE AUTOMOBILE".

Name and Address:

GALPZA FORO 15505 ROSCOE BLVD NORTH HILLS, CA 91343

Signature of Person Authorized to Sign Proposal:



Name:

Phil Englander

Title:

Commercial Accounts Director

Telephone:

818-778-2171

Date of Bid:

11-24-15

AWARD

(To be completed by the Authority)

Date of Award:

Amount:

MRCA by:

REPRESENTATIONS, CERTIFICATIONS, AND ACKNOWLEDGMENTS

The bidder represents and certifies as part of its bid that:
(Check or complete all applicable boxes or blocks.)

1. TYPE OF BUSINESS ORGANIZATION

It operates as:

- an individual
- a partnership
- a non-profit organization
- a corporation, incorporated under the laws of the State of California

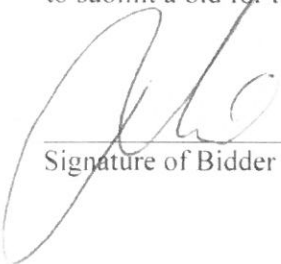
2. EQUAL OPPORTUNITY

It is an equal opportunity employer, and will not discriminate with regard to race, religion, color, national origin and sex in the performance of any contract or order resulting from this bid.

3. CERTIFICATION OF INDEPENDENT PRICE DETERMINATION

By submission of this bid, the bidder certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:

- (a) The prices in this bid have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor;
- (b) Unless otherwise required by law, the prices which have been bid herein have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder prior to opening of bids directly or indirectly to any other bidder or competitor; and
- (c) No attempt has been made by the bidder to induce any other person or firm to submit or not to submit a bid for the purpose of restricting competition.



Signature of Bidder

MOUNTAINS RECREATION AND CONSERVATION AUTHORITY
BID INSTRUCTIONS

Mountains Recreation and Conservation Authority (MRCA) plans to acquire new vehicles on a lease basis as described in this Request for Bid. MRCA prefers to select a single company to satisfy its requirements.

Specifications are attached.

Bids should be submitted under company letterhead stationery with the information required in this RFB. As a minimum, bids must include the following completed pages:

- 1) RFB Cover Pages (Pages 1 and 2 of the bid package)
- 2) Completed Pricing Sheet (Page 14 of the bid package)
- 3) Vendor Responsiveness Sheet (Page 13 of the bid package)
- 4) Contract Administrative Data: Designate points of contact for this proposed contract. Indicate primary point of contact for negotiations, if multiple contacts identified (Page 12 of the bid package)
- 5) Include any Lease Agreements that MRCA would be required to sign. The lease agreements will be reviewed by MRCA before any award will be announced

Two (2) copies of all bid documents shall be sealed in one envelope and submitted to:

Mountains Recreation and Conservation Authority (MRCA)
570 West Avenue 26 Suite 100
Los Angeles, CA 90065

Not later than 2:00 P.M. on **NOVEMBER 23, 2015**. Mark envelope "SEALED BID: MUNICIPAL LEASE AUTOMOBILE".

Mountains Recreation and Conservation Authority appreciates your time and effort in preparing this bid. Please note that all bids must be received at the designated location by the deadline shown. Bids received after the deadline will not be considered for the award of the contract, and shall be considered void and unacceptable. Opening is scheduled to be held in the Mountains Recreation and Conservation Authority (MRCA), 570 West Avenue 26 Ste. 100, Los Angeles, CA 90065, not later than 2:00 P.M. on **NOVEMBER 23, 2015**. Bids will be received and publicly announced. Bidders, their representatives and interested persons may be present. Contract will not be awarded at the time of the bid opening. MRCA shall analyze all bids to determine lowest responsible bidder based on the needs of MRCA.

~~Successful bidder shall defend, indemnify and save harmless Mountains Recreation and Conservation Authority and all its officers, agents and employees from all suits, actions, and other claims of any character, name and description brought for or on account of any injuries or damages receiver sustained by any person, persons, or property on account of any negligent act or fault of the successful bidder, or any agent, employee, subcontractor or supplier, in the execution of or performance under, any contract which may result from award. Successful bidder shall pay any judgment with costs, which may be obtained, against Mountains Recreation and Conservation Authority growing out of such injury or damages.~~

BID SPECIFICATIONS SCOPE OF PROGRAM AND GENERAL REQUIREMENTS

MRCA is soliciting a bid for twenty four (24) vehicle replacements. Be advised that lease arrangements contemplated to extend more than one year will be subject to availability of appropriations.

MRCA will tentatively select a successful bidder by DECEMBER 14, 2015. Bidder will be given the opportunity to propose a phase-in schedule for initial vehicle deliveries. Replacement schedules for vehicles ordered under the contract will be established based on the conditions of the selected alternative.

SERVICES AND PRICES/COSTS

MRCA requires vehicles on a lease satisfying the specifications described in this section. Bidders are expected to submit proposals that comply with all portions of this section as well as "minimum vehicle specifications" and all specifications related to vehicle types. If a bidder is unable to satisfy every element but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. MRCA will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to MRCA's requirements and remove it from further consideration. Lease parameters are defined as follows:

Municipal Lease

For evaluation purposes MRCA is requiring all vendors to use the following lease parameters:

The following represents MRCA's requirements for a lease option:

- Five (5) year municipal lease with no mileage restrictions.
- Vehicles must be depreciated at to a \$1 Buyout.
- List all other applicable fees and charges.
- Vendor will be responsible for licensing and registration of the vehicle to MRCA with exempt license plates and applicable taxes.

MINIMUM VEHICLE SPECIFICATIONS

MRCA is requesting bidders to submit pricing for the following vehicles classes. **All vehicles must have white exterior paint color, regular gas engines that comply with California Emissions, automatic transmissions, limited slip rear ends, air conditioning, AM/FM/Blue tooth compatible radio, bucket seats, vinyl interior and floor mats, power windows and door locks, spray bed liners, a 100,000 mile bumper to bumper warranty, and meet the minimum vehicle specifications below:**

DESCRIPTIONS OF VEHICLE TYPES 1-13 (Including Alternates):

VEHICLE TYPE 1: Quantity Three (3) new 4-Door COMPACT SEDAN

- Seating for four
- Hybrid Gasoline/Electric Engine
- Keyless entry
- Three (3) master ignition keys
- Blue Tooth capable
- Power windows and doors

VEHICLE TYPE 2: Quantity Two (2) new ½-TON PICKUP TRUCK 4WD

(Example: Chevy Silverado 1500, Dodge Ram 1500, Ford F-150 or GMC Sierra 1500)

- Crew cab (4-doors largest cab in this class)
- Short bed (6.5ft)
- Largest V-8 available
- Auto locking hubs
- Allow \$7,000 for Law Enforcement Code equipment and installation
- Largest fuel tank available
- Keyless entry
- Three (3) master ignition keys
- A/T Black wall tires
- Police package
- High output alternator
- Tow Package w/integrated brake controller
- Power windows
- Blue tooth sound system w/hands free phone use
- Heavy Duty Cooling

VEHICLE TYPE 2 (ALTERNATE)

Bid with high output V-6 engine (Example: Eco Boost or Ecotec)

VEHICLE TYPE 3: Quantity two (2) new 1 ton Utility bed 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- Extra cab or Double Cab (4-doors)
- Long Bed (8ft)
- Largest V8 gas engine available
- Auto locking hubs
- Heavy duty cooling package
- High output Alternator
- Full size spare
- PICKUP BED DELETE
- Tow package with class IV receiver (10,000#) and integrated brake controller
- No roof lights
- A/T black wall tires
- Allow \$5,500 for Utility box
- Allow \$7,000 for Law Enforcement Code equipment and installation
- Largest fuel tank available
- Rear View Camera or sensors
- Keyless entry
- Three (3) master ignition keys
- Power Windows
- Blue tooth sound system w/hands free phone use

VEHICLE TYPE 4: Quantity one (1) new 1 ton Pickup bed 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- Extra cab or Double Cab (4-doors)
- Long Bed (8ft)
- Largest V8 gas engine available
- Auto locking hubs
- Heavy duty cooling package
- High output Alternator
- Full size spare
- Tow package with class IV receiver (10,000#) and integrated brake controller
- No roof lights
- A/T black wall tires
- Allow \$7,000 for Law Enforcement Code equipment and installation
- Largest fuel tank available
- Rear View Camera or sensors
- Keyless entry
- Three (3) master ignition keys
- Power Windows
- Blue tooth sound system w/hands free phone use

VEHICLE TYPE 5: Quantity one (1) new 1 ton PICKUP 4X4 (single rear wheel)
(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- Extra cab or Quad cab or Double cab (4-doors)
- Long Bed (8ft)
- Largest V8 gas engine available
- Auto locking hubs
- Heavy duty cooling package
- High output Alternator
- Full size spare
- PICKUP BED DELETE
- Tow package with class IV receiver (10,000#) and integrated brake controller
- No roof lights
- A/T black wall tires
- Allow \$5,500 for Utility box
- Largest fuel tank available
- Rear View Camera or sensors
- Keyless entry
- Three (3) master ignition keys
- Power Windows
- Blue tooth sound system w/hands free phone use

VEHICLE TYPE 6: Quantity one (1) new 1 ton PICKUP 4X4 (single rear wheel)
(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- Crew cab (4-doors)
- Short Bed (6.5ft)
- Largest V8 gas engine available
- Auto locking hubs
- Heavy duty cooling package
- High output Alternator
- Full size spare
- PICKUP BED DELETE
- Tow package with class IV receiver (10,000#) and integrated brake controller
- No roof lights
- A/T black wall tires
- Allow \$5,500 for Utility box
- Allow \$7,000 for Law Enforcement Code equipment and installation
- Largest fuel tank available
- Rear View Camera or sensors
- Keyless entry
- Three (3) master ignition keys
- Power Windows
- Blue tooth sound system w/hands free phone use

VEHICLE TYPE 7: Quantity one (1) new 1 ton PICKUP 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- Crew cab (4-doors)
- Short Bed (6.5ft)
- Largest V8 gas engine available
- Auto locking hubs
- Heavy duty cooling package
- High output Alternator
- Full size spare
- Tow package with class IV receiver (10,000#) and integrated brake controller
- No roof lights
- A/T black wall tires
- Allow \$7,000 for Law Enforcement Code equipment and installation
- Largest fuel tank available
- Rear View Camera or sensors
- Keyless entry
- Three (3) master ignition keys
- Power Windows
- Blue tooth sound system w/hands free phone use

VEHICLE TYPE 8: Quantity one (1) new 1 ton 15 Passenger van (single rear wheel)

(Example: Chevy Express 3500, Dodge Ram 3500, Ford E-350 or GMC Express 3500)

- 15 passenger with extended rear storage
- Medium roof height
- Largest V8 gas engine available
- Heavy duty cooling package
- High output Alternator
- Full size spare
- Tow package with class IV receiver (10,000#) and integrated brake controller
- A/T black wall tires
- Largest fuel tank available
- Keyless entry
- Three (3) master ignition key
- Power Windows
- Blue tooth sound system w/hands free phone use

VEHICLE TYPE 9: Quantity one (1) new 1-ton Cab Chassis Stake bed (8'X12') dump 4X4 (Dual rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- Standard Cab
- Largest V8 gas engine available
- Auto locking hubs
- Heavy duty cooling package
- High output Alternator
- Full size spare
- Tow package with class IV receiver (10,000#) and integrated brake controller
- A/T black wall tires
- Largest single fuel tank available
- Three (3) master ignition key

VEHICLE TYPE 10: Quantity Five (5) new med duty crew cab 4x4 cab and chassis

(Example: Chevy Silverado 4500, Dodge Ram 4500, Ford F-450 or GMC Sierra 4500)

- Power windows
- Largest Gas engine
- A/T Black wall tires
- Allow \$6500 for utility bed
- Tow package with class IV receiver (10,000#) and integrated brake controller
- Blue tooth sound system w/hands free phone use
- Heavy Duty Cooling Package
- High Output Alternator
- Largest single fuel tank available
- Full Size Spare tire and wheel
- Three (3) master ignition key

VEHICLE TYPE 10: (ALTERNATE): Bid with diesel motor.

- DEF tank must be at least 14 inches clear from ground

VEHICLE TYPE 11: Quantity two (2) new 1.5-ton Cab Chassis Stake bed (8'X12') dump 4X4 (Dual rear wheel)

(Example: Chevy Silverado 5500, Dodge Ram 5500, Ford F-550 or GMC Sierra 5500)

- Standard Cab
- Largest V8 gas engine available
- Auto locking hubs
- Heavy duty cooling package
- High output Alternator
- Full size spare
- Tow package with class IV receiver (10,000#) and integrated brake controller
- A/T Black wall tires
- Largest fuel tank available
- Three (3) master ignition key

VEHICLE TYPE 11: (ALTERNATE): Diesel Option

VEHICLE TYPE 12: Quantity one (1) new Cab and chassis (Under 26,000 GVW Class C license to drive) (Example: Ford F650)

- Standard Cab
- Hydraulic Brakes
- Saddle toolboxes. Max size for space btw cab/pump and wheels one each side
- a 2,000 gallon water tank.
- P.T.O pump.
- One(1) front spray, one(1) rear spray, one (1) side spray **each** side:
- All spray heads removable on 2 ½ inch cam lock fittings.

VEHICLE TYPE 12 (ALTERNATE #1): Diesel Option

VEHICLE TYPE 12 (ALTERNATE #2): Four Wheel Drive

VEHICLE TYPE 13: Quantity one (1) new Cab and chassis (Under 26,000 GVW Class C license to drive) (Example: Ford F650)

- Standard Cab
- Hydraulic Brakes
- Towing package w/ integrated brake controller
- 2 ½ inch receiver hitch
- Saddle toolboxes Max size for space between cab and wheels one each side
- 9-foot steel dump box,
- P.T.O driven pump
- Rear dump gate (4 way with coal chute door)
- Manual rolling load cover

VEHICLE TYPE 13: (ALTERNATE): Diesel Option

DESCRIPTION/WORK STATEMENT

Project Organization and Management

The Vendor shall establish and maintain an appropriate organizational structure to enable local management of the lease portion of this contract. Documentation supporting the Vendor's ability to service the contract (including but not limited to office locations) should be included with the bid submission. All ordering will originate directly from MRCA.

Vehicle Mileage and Term

The Vendor shall be able to support vehicle return and replacement as specified in the contract. The awarded Vendor may propose, and MRCA may consent to, a desired timeframe or mileage interval different than levels requested by MRCA, if such intervals provide advantages to the Vendor, MRCA, or both, such as lower lease prices due to better vehicle resale potential.

Title, License, and Registration

The Vendor shall be responsible for providing vehicles that are properly titled and are tagged in California where they will be operated. Fees associated with titling and tagging shall be the responsibility of the Vendor and shall be considered included in prices paid under this contract.

Vehicle Inspection

All vehicles leased under this contract shall be inspected, at which point vehicle inspection documentation will be provided indicating the general condition of the vehicle.

Condition of Leased Vehicles

Each vehicle furnished under this contract shall be of good quality and in safe operating condition. MRCA shall accept or reject the vehicles promptly after receipt. If MRCA determines that any vehicle is defective or unsafe at delivery, MRCA shall promptly inform the Vendor in writing.

DELIVERIES OR PERFORMANCE

Delivery Schedule

The bidder proposes to deliver vehicles within the following period after receipt of an MRCA order for a given vehicle: 120 ARO (bidder to fill in blank in Vendor Responsiveness Page). In the event delivery cannot be completed within this period, the Vendor shall notify MRCA when it becomes aware it cannot meet the schedule and shall indicate the reason for delay and a projected delivery date. MRCA reserves the right to cancel the order at that time without cost to MRCA. In any event, MRCA's obligation to pay does not commence until MRCA accepts delivery of a vehicle from the Vendor.

- see attachment

CONTRACT ADMINISTRATIVE DATA

Points of Contact for Contract Administration

The following individuals are designated as primary points of contact for matters related to this contract.

For the Vendor: (bidder to insert information)

Name: Phil Englander

Title: Commercial Accounts Director

Phone: 813-778-2171

E-mail Address: PhilE@Golpis.com

For MRCA:

Name: Ken Nelson Title: Fleet Vehicle Manager (ordering officer)

Phone: 323-221-9944 ext. 127 E-Mail Address: Ken.Nelson@mrca.ca.gov

Name: Jeff Jones Title: Finance Officer (contractual issues)

Phone: 805-495-6471

Funding Information

This contract does not, in itself, order any specific vehicles, nor does it create an obligation of funds. MRCA obligates funds through issuance of separate documents labeled "purchase orders". Prior to placement of orders, MRCA expects to issue purchase order(s) containing sufficient funding to cover the projected need through the end of the then-current ordering period.

Invoice Instructions

Detailed invoicing instructions will be negotiated between MRCA and the tentatively selected Vendor. Any credits due MRCA shall be separately identified on the invoice and shall be applied against outstanding charges due to the Vendor.

SPECIAL CONTRACT REQUIREMENTS

Order of Precedence

The terms and conditions of this contract take precedence over any lease documents that may be signed by MRCA.

VENDOR RESPONSIVENESS

Please respond to each line item below. Failure to do so may result in rejection of the bid.

LEASE ITEMS

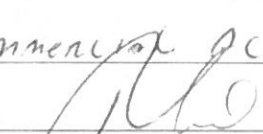
Lease Term Used is 60 Months (Yes/No) Yes

Leases Depreciated to \$1 Buyout (Yes/No) Yes

Are License and Registration Charges included in rates? (Yes/No) Yes

Estimated delivery once orders are received 120 Days - See ITEM 10 as cover sheet

Your signature below confirms that you have read and understood all 14 pages of this RFB prior to the submission of this bid.

Company: Galpin Ford
Authorized Representative: Phil Englander
Title: Commercial Accounts Director
Signature:  Date: 11-24-15

EVALUATION OF BIDS

MRCA intends to evaluate bids based on initial written presentations and to make a tentative selection of a successful bidder with whom MRCA will then engage in negotiations to finalize a contract.

Mountains Recreation and Conservation Authority reserves the right to reject any or all bids, to waive technicalities, to re-advertise, to proceed otherwise when in the best interest of the agency.

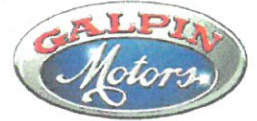
**MRCA 2015 Municipal Lease Bid
PRICING SHEET**

* Financing must be quoted in arrears and include all applicable taxes and fees.

Vehicle Type#	Monthly Payment (per vehicle)	Total Cost (per vehicle)	Qty	Total Cost (per type)
1	478.09	25,924.06	X3	77,772.18
2	773.25	41,928.58	X2	83,857.16
2-alt	782.34	42,421.48	X2	84,842.96
3	570.65	47,211.90	X2	94,423.80
4	761.16	41,273.35	X1	41,273.35
5	729.97	37,581.90	X1	37,581.90
6	899.53	48,776.22	X1	48,776.22
7	781.97	42,401.66	X1	42,401.66
8	648.11	35,143.26	X1	35,143.26
9	737.39	39,984.36	X1	39,984.36
10	NO BID	0	X5	0
10-alt	1068.02	57,912.19	X5	289,560.95
11	NO BID	0	X2	0
11-Alt#1	1101.65	59,735.83	X2	119,471.66
12	1532.99	83,124.94	X1	83,124.94
12-Alt#1	1662.62	90,153.85	X1	90,153.85
12-Alt#2	NO BID	0	X1	0
13	1324.72	71,831.45	X1	71,831.45
13-Alt#1	1441.93	78,187.54	X1	78,187.54

TOTAL COST (ALL vehicles, excluding alternates) = \$ 658,170.25

Company: Galpin Inc
 Authorized Representative: Phil Engstrom
 Title: Corporate Accounts Director
 Signature: [Signature] Date: 11/24/15



15505 Roscoe Boulevard
North Hills, California 91343
800-GO-GALPIN
www.GALPIN.com

Monday, November 23, 2015

Mountains Recreation & Conservation Authority
Attn: Melissa Vega
Project Analyst

Please be advised I am in receipt of the following Addendums:

ADDENDUM #1 issued November 18, 2015

ADDENDUM #2 issued November 20, 2015

Respectfully,

Phil Englander
Commercial Accounts Director
Galpin Motors, Inc
phile@galpin.com
(818) 778-2171 Fax (818) 756-3439





15505 Roscoe Boulevard
North Hills, California 91343
800-GO-GALPIN
www.GALPIN.com

Tuesday, November 24, 2015

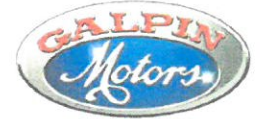
Mountains Recreation & Conservation Authority

Attn: Melissa Vega
Project Analyst

Notes to bid:

- 1) Acknowledgement of Addendum 1 and 2 submitted 1/23/15
- 2) Page 3 Item 5-Included in electronic submission
- 3) Page 3-Last paragraph in regards to indemnification. We are unable to agree to the terms set forth in that provision. Should we be the successful Bidder, without agreeing to the terms, we can discuss revisions to that paragraph.
- 4) Page 5-100,000 Mile Bumper to Bumper Warranty. I have included a 5 year 100,000 Premium Care Extended Service Agreement. This is good at any Ford Dealer in the United States. Beyond the Factory Warranty of 3 years 36,000 miles Bumper to Bumper (excluding Wear/Tear/Maintenance Items) and the 5 year 60,000 Mile Powertrain Warranty, there is a \$100.00 deductible per visit (Not component).
- 5) Page 9 and Page 10 Vehicle Type 10 and Vehicle Type 11-NO BID due to the fact the V10 6.8L GAS Engine has been balanced out as of October 2, 2015. There is not updated release, and it is anticipated it will be in the 2017 Model Year. I have chosen to Bid Vehicle Type 10-Alternative and Vehicle Type 11-Alternative.
- 6) Page 10 Vehicle Type 12 Alternative #2-There is no 4WD Option available for this Vehicle.
- 7) On all aftermarket Equipment Installed, in which the MRCA has state they will choose the vendor, Galpin Ford will require the chosen Vendor to provide Galpin Motors Inc DBA Galpin Ford with a minimum of a \$2,000,000 Insurance Policy naming us as additional insured.
- 8) I have identified certain aftermarket equipment, where Galpin may be able to offer the MRCA a better value and equal or less cost with our existing Vendors. Please allow us to work with you in those areas, should we be successful enough to continue in the bid process.





15505 Roscoe Boulevard
North Hills, California 91343
800-GO-GALPIN
www.GALPIN.com

- 9) Page 11-Project Organization and Management: Galpin Ford is located in the San Fernando Valley, 405 Freeway at Roscoe Blvd. We are currently the #1 Ford Retailer for 25 consecutive years. We have a Dedicated Fleet Service Center located at 7868 Orion Ave Van Nuys, CA. We also offer the So California's Largest Parts Dept for Ford Product, in a Dealership. This helps to ensure less downtime of your Vehicles, should they require repairs at our Facility.
- 10) Delivery Schedule: I am confident the Units can be received within 120 DAYS ARO, not including any aftermarket equipment.
- 11) Page 12 Order of Precedence: The Lease Contract, once approved and signed, cannot be changed or altered by MRCA, Galpin Motors Inc DBA Galpin Ford, or Ford Motor Credit Company, unless all parties listed within the Lease Contract agree. This section to be reconsidered or stuck from the RFB should we be the successful bidder.
- 12) Page 13-Reigstraion is included for the initial year, and does not include any subsequent charges or changes needed by the MRCA during the Lease Term. Being these are EXEMPT CA Registration, I would not anticipate any additional charges beyond year 1.
- 13) Page 14-All prices include applicable Sales Tax, Finance Charges and other fees. The Payments are quoted in advance. Please see the Ford Credit Quote dated 11-23-15 which indicates both Monthly payment and Annual Payment options.

Respectfully,

Phil Englander
Commercial Accounts Director
Galpin Motors, Inc
phile@galpin.com
(818) 778-2171 Fax (818) 756-3439

